



U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization



7TH ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER



7TH ANNUAL SMALL BUSINESS CONFERENCE

Mentor – Protégé Agreements

How to obtain a Mentor...

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How to obtain a Mentor

- Identify your strengths and weaknesses
- Know what you need and what you want
 - Be honest with yourself
 - Know what type of help can be obtained, read FAR Part 48 – 919.7011
- Write it down and be able to articulate it

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How to obtain a Mentor

- Find the right Mentor for your business
 - Research potential Mentors
 - Understand their markets
 - Understand their needs
 - Research their history as a Mentor, talk to former Protégé's
 - What is their Small Business Culture?
 - Talk to the SBA
 - Narrow the field

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How to obtain a Mentor

- Prepare a concept in principal of how you can **bring value** to the large business
- What can you do for them?
 - Technology or processes
 - Contacts or new markets
 - Facilities or equipment
 - The ability to move at the speed of small business
 - Economy
 - The ability to bid on a small business set asides

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How to obtain a Mentor

- Contact the Large Business's Small Business Advocate or a reference obtained by previous Protégé
- Visit your target Mentor often
- Be persistent
- Bid, win and **Perform**
- Don't be afraid to ask
- Did I say **Perform**?

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How to obtain a Mentor

- Negotiating the Agreement
 - Know why they want you
 - Be sure the agreement is not proposal specific. It must have life regardless of an pending award
 - Make the agreement flexible enough to evolve with your business
 - Take the time to get it right
 - ENSURE YOU HAVE A CORPORATE SPONSOR TO CHAMPION THE AGREEMENT



How to obtain a Mentor

Making the agreement beneficial

- Meet regularly
- Talk to your corporate sponsor on a weekly basis
- Be specific when you need help
- Always bring value
- Perform

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